

November 2016 - Vol. 12

JPL SBPO In Action:

HBCU/MI Technology Infusion Tour - Florida A&M University

The JPL SBPO participated in the third school for Historically Black College and University/Minority Institution (HBCU/MI) Technology Infusion Tour in Tallahassee, FL. This event was hosted by the combined Florida A&M (FAMU)/Florida State (FSU) College of Engineering where they presented on their capabilities and research topics that can further the mission support of NASA and its various centers throughout the country. Other HBCU/MI's in attendance also presented on their capabilities and research were; Albany State University, Fisk University, Grambling State University, Howard University, Jackson State University, University of Maryland Eastern Shore, Southern University, Tennessee State University.

Cascades Park, Tallahassee, Florida

Dr. Okenwa Okoli, Professor and chair of the Industrial and Manufacturing Department at the Florida A&M University-Florida State University (FAMU-FSU) College of Engineering along with Troy Miller, Small Business Specialist with NASA Shared Services Center, relax at Cascades Park at the end of the two-day program hosted at FAMU-FSU.



JPL SBPO will again be supporting the NASA HBCU/MI Technology Infusion Tour in FY17 at the following schools:

UNLV Las Vegas, NV - January 10-12, 2017

Tennessee State University, Nashville, TN - April 4-6, 2017

Jackson State University, Jackson, MS - August 22-24, 2017

SBPO and the NASA Management Office supported the Kennedy Space Center (KSC) Business Opportunities Expo in Cape Canaveral, Florida. This annual event featured over 200 exhibitors representing NASA, KSC Prime Contractors, other large prime contractors, federal government agencies, city entities and small businesses. Attendees were able to participate in matchmaking sessions with KSC Large Primes. There were over 1,000 in attendance.



Join the country and American Express and shop small businesses on Saturday November 26, 2016. The history of this day:

2010- American Express launched its first Small Business Saturday.

2011 - The United States Senate unanimously passed a resolution of support for Small Business Saturday.

2012 - From Washington D.C., to Washington State, governors, mayors, and even President Obama championed Small Business Saturday.

2013 - 1450+ Neighborhoods celebrated the day. The day continued to grow, with more individuals and local organizations pledging to support the day as Neighborhood Champions.

2014 - Estimated \$14.3B was spent on small businesses on the day.

2015 - Shoppers supported their neighborhood businesses like never before, continuing to embrace the day as a holiday shopping tradition. An estimated 95 million went out to shop at small businesses.

SAVE THE DATE



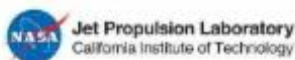
Women-Owned Small Business Industry Day

March 7, 2017

Pasadena Convention Center
300 E Green Street
Pasadena, CA 91101

For more details, please contact smallbusiness.programsoffice@jpl.nasa.gov

Hosted by:



Small Business Programs Office
Expanding Our Universe with Small Business Excellence

**CLICK ON THE LINK BELOW TO REGISTER FOR THE
EVENT**

WOSB Registration

SBPO CONNECTION CORNER

In October 2016, SBPO discontinued the hosting of "15 Minutes with the SBPO" on Thursdays without appointments. Instead, the new **SPBO Connection Corner** is taking appointments for any day of the week for 30-45 minute intervals. The SBPO will coordinate with the JPL technical personnel to also be in attendance to discuss the products or services being offered by the small businesses.

We are hoping this new change will allow more interaction and communication within the small business community and potential JPL end users.

To schedule a meeting please call the Small Business Programs Office at 818-393-8018 or email us at smallbusiness.programsoffice@jpl.nasa.gov

JPL MENTOR PROTÉGÉ PROGRAM

The Jet Propulsion Laboratory (JPL) Small Business Programs Office (SBPO) established a Mentor-Protégé Program to expand the diversity of the Laboratory's supplier base and to maintain the laboratory's commitment to enhance and increase small business utilization. The program is designed to provide participants with access to tools, resources and training in business development, infrastructure, technical expertise and procurement performance.

The program seeks to achieve the following:

1. Expand the diversity of the supplier base
2. Enhance the technical capability of small businesses to successfully bid and manage subcontracts with the Laboratory and compete in the federal and prime contractor sectors.
3. Increase dollars awarded to small business through establishing Mentor-Protégé subcontracts on a non-competitive basis; and
4. Increase dollars awarded to small businesses and meet and exceed socioeconomic goals through the successful training of potential suppliers and through awarding subcontracts to small businesses.

One of the main target areas the SBPO markets the Mentor Protégé program to is the Engineering and Science Directorate as a means of gaining funding or sponsorship of a subcontract. In addition, the SBPO works to highlight the effectiveness of the Mentor-Protégé Program for establishing partnerships with future suppliers; providing exposure to technological innovations of small businesses, and demonstrating their overall impact on JPL programs and missions.

The SBPO also partners with:

1. SBIR/STTR Program to include Phase II companies in the program. Participation of Phase II companies will assist JPL's quest to enhance research and development while mentoring new or emerging small businesses.
2. JPL Education Office to include Historically Black Colleges and Universities and Minority Institutions (HBCU/MI) to strategize methods to fund an HBCU/MI Mentor-Protégé agreement.

For additional details on the JPL Mentor Protégé Program, please contact us smallbusiness.programsoffice@jpl.nasa.gov.

Q&A with SBPO:

Welcome to the newly formed Q&A with SBPO section of our newsletter! Here we will answer questions each month that are submitted to our mailbox at smallbusiness.programsoffice@jpl.nasa.gov. Be sure and submit your questions with "Newsletter Q&A with SBPO" in the subject line to be included in our next newsletter!

We must be doing a great job - there were no questions this month!

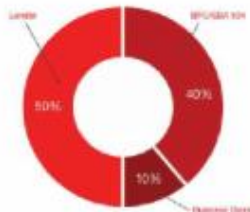
SBPO Small Business Spotlight of the Month:

BUSINESS FINANCE CAPITAL



JOSHUA WARNER
BUSINESS DEVELOPMENT ASSOCIATE

Josh oversees sales in the San Fernando Valley for the BFC Team, and specializes in the outreach and education of small businesses in regards to the 504 Loan Program and the now permanent 504 Refinance Program. Graduating from Chicago's DePaul University with a Bachelor's Degree in Economics, Josh has keen awareness of the importance of the Small Business Administration as well as BFC's economic development mission in the greater Los Angeles area. With long standing ties to the commercial real estate market in the San Fernando Valley, Josh is both a knowledgeable and capable Business Development Associate and an asset to any owner/user real estate transaction.



Business Finance Capital (BFC) partners with lenders to provide up to 90 percent financing to businesses for the purchase of owner-occupied commercial real estate and equipment. BFC provides up to 40 percent of the financing and the lender typically provides 50 percent with a 10 percent borrower injection.

BFC is Southern California's leading SBA 504 loan Program expert, with over 20 years in the industry. We help California businesses grow by facilitating the premier tool for Real Estate financing – the SBA's 504 loan.

504 Refinance Program

Refinances any conventional loans secured by a fixed asset of a small business.

Can provide cash out for future business expenses including salary, inventory, rent and payables.

BUSINESS FINANCE CAPITAL

1055 W. 7th Street #2250
Los Angeles, CA 90017
www.bfcfunding.com

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(818) 200-8700

PROCUREMENT NEWS

FACILITIES MAINTENANCE AND OPERATIONS RECOMPETE

The JPL Facilities and Maintenance & Operations (M&O) Support Services has been put on hold with no re-compete date. The following schedule is tentative and subject to change:

Issue Request for Information: January 2016

Issue Draft Request for Proposal: TBD
Pre-proposal Conference/Site Survey: TBD
Issue FINAL Request for Proposal: TBD
Proposal Due Date: TBD
Fact Finding/Orals: TBD
Final Source Selection: TBD
Subcontract Award/Transition Period: TBD
End of Transition Period: TBD

Summary of Scope:

The subcontractor shall maintain and operate over 200 buildings and trailers and more than 170 acres on campus via the following services:

- Buildings and Structures Maintenance and Repair
- Heating, Ventilation, Air Conditioning
- Electrical Power Generation and Distribution Systems
- Building 230-Space Flight Operations Facility
- Grounds Maintenance and Repair
- Janitorial Services
- Pest Control
- Energy and Water Conservation
- Disaster and Potential Disaster Response
- Energy Management System
- Power Control Console System Configuration Control

INSTITUTIONAL COMPUTING ENVIRONMENT (ICE)

RFI to Industry: September 2015
Comments from Industry: October 2015 (and continuing)
Benchmarking & State-of-the-Industry Interviews: Nov 2015 - February 2016
RFP Released: October 3, 2016 ***New Update***
Proposals Due: December 8, 2016 ***New Update***
Source Selection: May 2017
Contract Signed: July 2017
Transition Period: August – December 2017
New Contract Operational: January 1, 2018 ***New Update***

CUBESAT DEVELOPMENT - 3U & 6U

RFI: Released September 2015
Revision to RFI: Issued December 23, 2015
Addendum 1 for clarification: Issued January 7, 2016
Addendum 2 for clarification: Issued January 21, 2016
Addendum 3: Issued February 24, 2016

CTM currently writing selection memorandums on suppliers that meet technical requirement. On-going. Est. completion: August 30, 2016

Terms and conditions discussions to commence with selected companies in the

next few weeks. On-going. Est. completion: August 30, 2016

Three suppliers, possibly four have been identified to meet the Cubesat Development requirements. ***New Update***

Cubesat Development Website has been established and is currently being tested. ***New Update***

SM is currently drafting supplier correspondences (winners/losers) and working through terms and conditions issues. ***New Update***

Estimated completion October 15, 2016. ***New Update***

UPCOMING OUTREACH EVENTS

January 2017

- 10th-12th; HBCU Technology Infusion Road Tour - University Las Vegas - Las Vegas, NV

March 2017

- 7th; Women Owned Small Business (WOSB) Industry Day - Pasadena Convention Center - Pasadena, CA

April 2017

- 4th-6th; HBCU Technology Infusion Road Tour - Tennessee State University - Nashville, TN

May 2017

- 2nd; Small Business Supplier Fair and Celebration of National Small Business Week- JPL, Pasadena, CA
- 9th; Service Disabled Veteran Owned Small Business (SDVOSB), Marshall Space Flight Center, Huntsville, AL
- 23rd-25th; Space Tech Expo - Pasadena Convention Center, Pasadena, CA

June 2017

- 27th-28th; Small Business Improvement Plan, Kennedy Space Center, Cape Canaveral, FL

August 2017

- 2nd-3rd; HBCU/MI Outreach Initiative - JPL, Pasadena, CA
- 8th; Historically Underutilized Business Zone (HUBZone), Armstrong Flight Research Center, Palmdale, CA
- 22nd-24th; HBCU Technology Infusion Road Tour - Jackson State University - Jackson, MS

JPL Small Business Council

CHAIR - Jay Chhugani, SBAR jay.chhugani@sbar.com

VICE-CHAIR - Eugene Hacobians, Anre Technologies eugene@anretech.com
SECRETARY - Sydni Wassel, Millennium Engineering swassel@meicompany.com

JPL Large Business Council

CHAIR - Sharon Bethel, Exelis/Harris sharon.bethel@jpl.nasa.gov

VICE-CHAIR - Sey Ghamari, Raytheon sey@raytheon.com

SECRETARY - Ron Cummings, Pyro-Comm Systems rcummings@pyrocomm.com

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